

Case Study

Stanley Inc.

TAD PGS-Adecco collaboration case study

Stanley Inc. is a leading provider of information technology services and solutions to U.S. defense and federal civilian government agencies. When it earned the contract to manage visa processing for the U.S. Customs and Immigration Service, Stanley established a relationship with Adecco and TAD PGS, Inc. to provide staffing assistance.

To win the opportunity to staff the visa program, Adecco turned to TAD PGS for the expertise required to close the deal. From the point of receiving Stanley's request for a quote, TAD PGS played the lead role in crafting a solution, drafting the contract and establishing the pricing, providing strategy for Adecco to employ in its conversations with Stanley. TAD PGS's activity ranged from developing a set of questions for Adecco to ask the prospect to ensuring that all the relevant aspects of a working relationship were included in the proposed agreement with Stanley.

After TAD PGS signed the contract, it provided top-level project management across geographies to deliver the workforce and manage operations functions so that Adecco staff could focus on the important task of recruiting and onboarding personnel. The Adecco Group's branches in St. Albans, VT and Irvine, CA, and TAD PGS work closely together on customer management, contract compliance and quality control.

This TAD PGS win, supported by the Adecco sales team, illustrated the true value that TAD PGS can bring to Adecco offices.

"A branch may identify an opportunity; but to gain the business, it may need additional knowledge and skill sets that are distinct to government work," said then TAD PGS President and CEO Bret Wacker. "TAD PGS's deep experience and capabilities relating to government operations and our strong relationships with federal agencies can be crucial both to winning a contract and ensuring its effective implementation."

In the process leading to the Stanley contract and during its implementation, TAD PGS relieved Adecco of many of the potentially burdensome aspects of the arrangement, a benefit greatly appreciated by Adecco leadership.

"TAD PGS can collaborate effectively with Adecco in winning business and supporting Adecco in carrying out contracts," said Adecco Regional Accounts Director Nathan Eastman. "Typically, a client assignment that is operationally heavy is a major headache for a branch, but TAD PGS effectively alleviated that pain by supporting our staff during the sales process and then providing operational support after we won the business."